

ABSTRACT OF THE DISCLOSURE

An activity plan generation unit generates an activity plan for each salesperson based on an action pattern including a work objective and performance time obtained by analyzing a sales activity

5 of a high performance salesperson, registers the plan in an activity plan DB, and notifies the plan to the salesperson and his/her supervisor. An information collection/registration unit stores an activity achievement input by a salesperson in an activity achievement DB. A progress management unit determines whether

10 there is difference between an activity plan of a salesperson stored in the activity plan DB and an activity achievement stored in the activity achievement DB. When determining that there is difference between them, the progress management unit makes the activity plan generation unit again select an appropriate action pattern and correct

15 the activity plan, and notifies the difference to the supervisor of the salesperson.